

# SE

Sharing Excess

# 2024 Annual Report

DONATIONS

OUTGOING

# Sharing Excess

## Rescuing Food & Feeding Communities

[www.sharingexcess.com](http://www.sharingexcess.com) | [@sharingexcess](https://twitter.com/sharingexcess)

Sharing Excess Inc. is a registered 501(c)(3) nonprofit. Tax ID/EIN: 86-2161466

**SE**  
Sharing Excess



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## LETTER FROM THE EXECUTIVE DIRECTOR

# Dear Friends,

Looking back on 2024, I'm incredibly grateful for how far Sharing Excess has come. Now in our sixth year, it's wild to think this started with unused college meal swipes and has grown into a national operation. This year, we truly stepped into our identity as a full-scale organization, expanding our reach, sharpening our operations, and dramatically growing our impact.

In 2024, we tripled our impact and rescued over **62 million pounds of food**, delivering it to more than **1,200 community organizations**. We expanded into new major cities, launched retail partnerships with Trader Joe's in Los Angeles, and deepened our work at Hunts Point in New York, where we built infrastructure capable of feeding 1 million New Yorkers each year.

What I'm most proud of is our team. We've grown into a strong, structured organization with the capacity to keep scaling this work for years to come.

As we look ahead, our focus stays the same: scaling human compassion. We're not just moving food. We're building a movement.

Thank you for being part of this.  
Your support makes all of it possible.

With Immense Gratitude,

**Evan Ehlers**

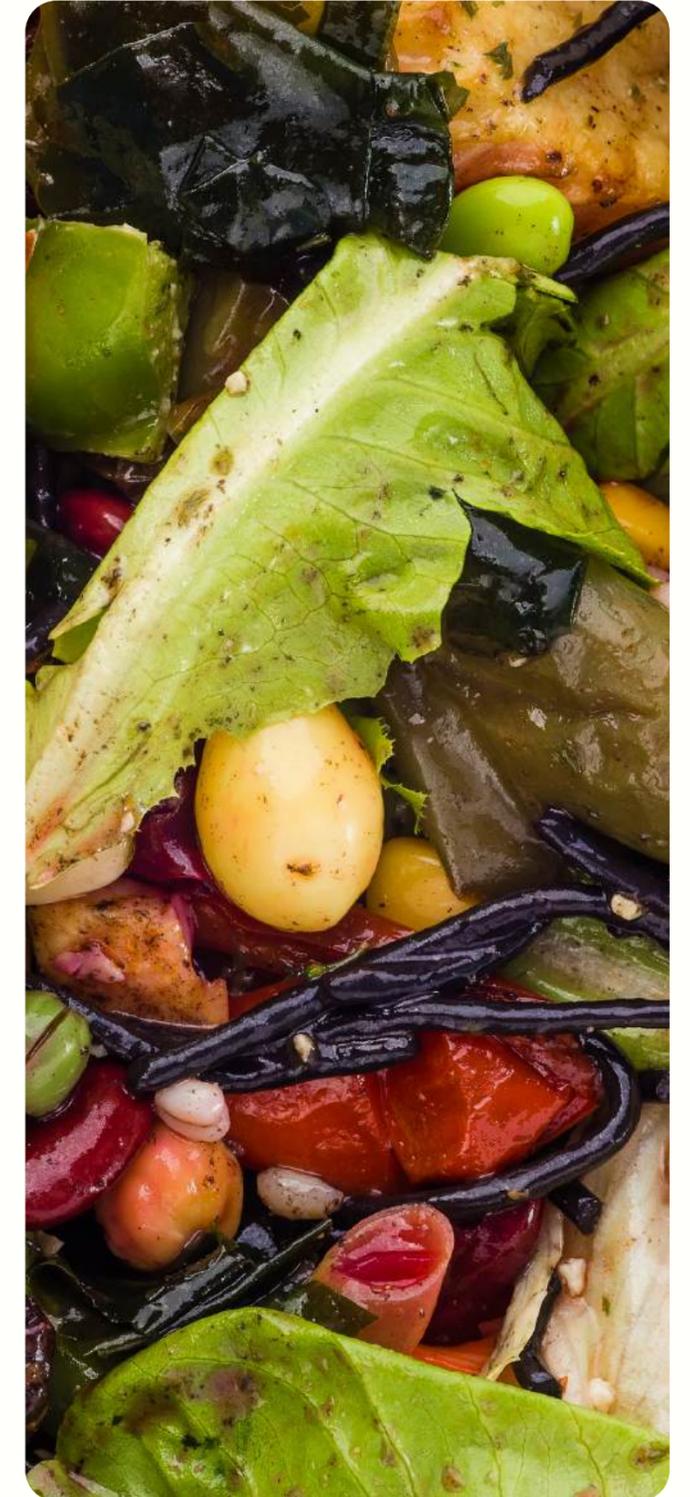
Founder / CEO of Sharing Excess



**Every year in the USA,  
40% of food goes to waste  
while 1 in 8 people go hungry.**

We throw away **TEN TIMES** the amount  
of food needed to end food insecurity.

**This is unacceptable.**



**Our mission is to rescue and deliver excess food to feed communities in need.**

We partner with the nation's largest food businesses to efficiently rescue and redistribute their unsold or surplus food to thousands of hunger relief organizations - feeding over **10 million people to date.**



The annual meal  
gap in America is  
**9.1 billion meals**



Rescuing even **10%**  
of surplus food could  
**close the meal gap**

# Our Programs



## Wholesale Rescue

Large-scale recovery operations inside major wholesale markets

**Unique,  
Highly Scalable**



## Direct Link

National transportation network connecting truckloads of surplus to food banks

**Nationwide,  
Highest Volume**



## Retail Rescue

Partnerships with major retailers for consistent collections daily

**Highest Value,  
Most Variety**

# 2024 Impact

**62M**

Pounds of Food Distributed

**235M**

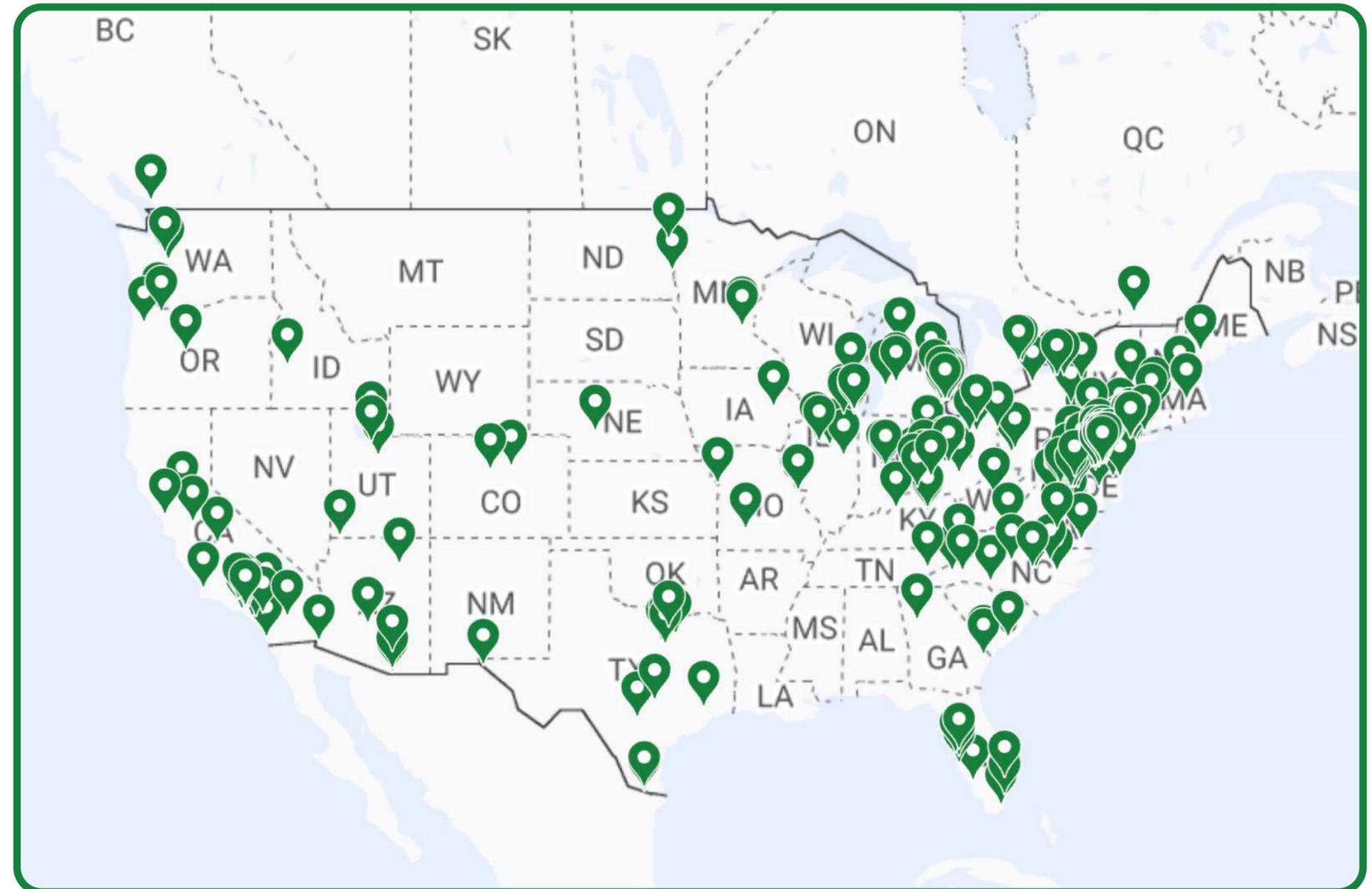
Pounds of GHG Diverted

**\$118M**

In-Kind Food Value Delivered

**1200**

Organizations Served



# The great almond milk rescue: 15 million cartons

This Fall, we got an unusual request to move **380 tractor-trailers worth of almond and oat milk** that was being donated because of a minor imperfection on the package. The product itself was perfectly fine, with over 1 year of shelf life on it.

Sharing Excess jumped into action and distributed this milk to **24 food bank partners across 8 states**. This is one small example of why food goes to waste, and why we exist.





# Expanding our community footprint to 1,200+ partners

This year, we worked with more community organizations than ever. **The food that we rescued reached over 1,200 unique partners across 30+ different states.**

Food banks, pantries, senior centers, grassroots efforts, mutual aid, community services, schools, shelters, hospitals – you name it. **We are turning excess into consistent access.**

*“One older lady was on her way to borrow money from family when she walked past our table. We offered her free fruits and vegetables. She started crying because that's exactly what she needed from the supermarket. She now comes every other week to pick up fruits and or vegetables. She also spread the word so more families can have the same” Bronx, NY*

# Collaboration with regional leaders

We were honored to host **Pennsylvania Secretary of Agriculture Russell Redding** and **First Lady Lori Shapiro** at our operations in the Philadelphia Wholesale Produce Market, along with **Representative Regina Young**. We were able to walk them through the market, show how our model works in practice, and share how one building that was once among the largest contributors of food waste in the city has become one of its largest sources of fresh food donations. It was a meaningful reminder of the strong backing we have in Pennsylvania and how fortunate we are to call this home.





# Creating impact with artists like Mt. Joy and Billie Eilish

Over the course of the year, we partnered with musicians to reach new communities. We worked with **Mt. Joy**, to host canned food drives at every stop on their North American tour, collecting more than **30,000 pounds of food across 24 cities**.

Separately, we worked with **Billie Eilish and Support + Feed** on an on the ground activation and pop up tied to her New York City show, which **raised over \$50,000 to support food access efforts**.



# Five years of impact with Misfits Market

This year we partnered with **Misfits Market** on a community pop up in the Bronx, where they presented a **\$200,000 contribution in support of food access in New York**. Misfits Market has been one of the most meaningful partnerships that grew from early collaboration on Drexel's campus into a deep and consistent partnership, supporting our expansion into new markets. Their support has helped strengthen our operations and extend our reach, and we are genuinely proud to work alongside a company that continues to show up for this work in a thoughtful and sustained way.





# Our first international distribution

This year we moved our first international load of rescued food, sending **30,000 pounds of oat milk** to Guatemala through an opportunity for free freight space provided by Del Monte.

Working with our chapter partners in **Guatemala City**, the shipment traveled by sea over the course of two weeks and required close coordination across multiple teams and time zones. Beast Philanthropy played a key role in making it possible for us to reach communities in Guatemala in the first place, and on the ground the food was distributed through local partners Fe y Alegría and Cristo de la Calle.



# The moment that closed out the year

This year, legendary life coach and motivational speaker **Tony Robbins** chose to support Sharing Excess as part of his **100 Billion Meals Challenge**, committing to personally sponsor tens of millions of meals delivered through our programs.

When we had the opportunity to finally thank Tony in person, our Executive Director, **Evan Ehlers**, was invited **on stage in front of 6,000 people** at Tony's *Date With Destiny* event to share his personal story and the mission behind Sharing Excess. It was an incredibly meaningful way to close out the year and showcase the power of partnership in the pursuit of something bigger than ourselves.



# Media Features



## Forbes

### A Waste Prevention Strategy For Excess Produce

Forbes reporter Steven Savage covers Sharing Excess as a new non-profit with a focus on developing efficient ways to turn intermittent oversupply events into a resource for those who might not otherwise be able to afford fresh produce.



## Inside Philanthropy

### So You Want to Start a Nonprofit to End Food Scarcity

Inside Philanthropy sits down with Evan Ehlers, the 28-year-old founder and executive director, to talk through surprising partnerships and scaling impact.



## abc NEWS

### Nonprofit rescues food from going to waste, provides it to those in need.

ABC News joined us in New York for a special day featuring a tour of our Hunts Point operations and an afternoon pop-up for seniors in the Bronx, in partnership with Misfits Market.



## CBS NEWS

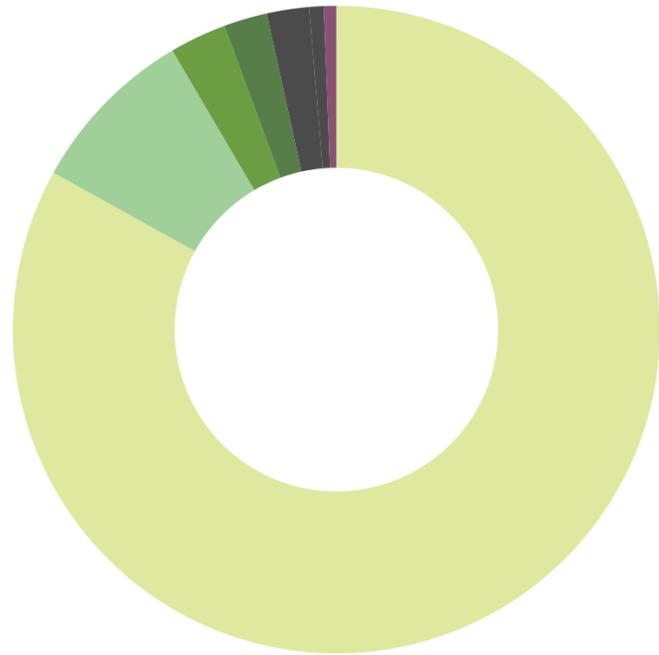
### How Philadelphia nonprofit Sharing Excess is feeding the community and eliminating food waste

CBS News came to visit Sharing Excess in Philadelphia to get a behind the scenes glimpse of how we've created the largest source of fresh food donations in the city.

We are deeply grateful for our generous partners and donors:



## Financials



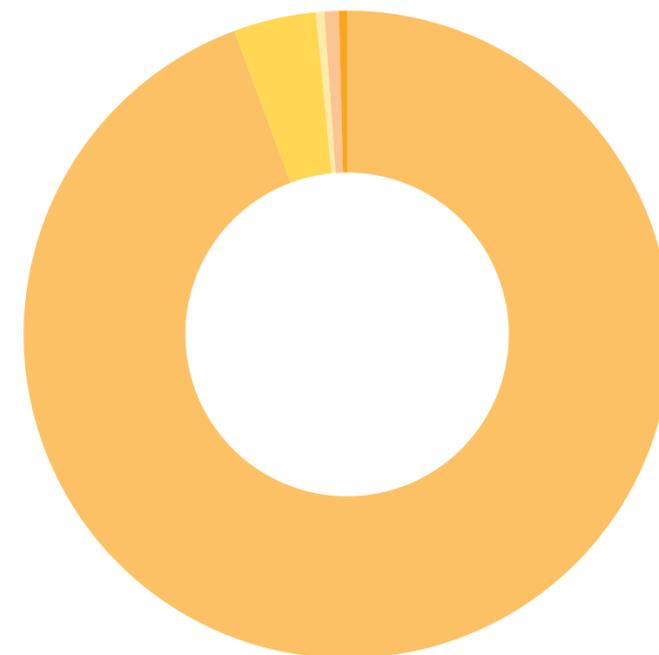
### Revenue

**\$73,325,784**

**\$7.48 million dollars raised**

- 90% in-kind food donations
- 3% grants & foundations
- 3% earned income
- 3% individual donations
- 1% corporate donations
- 1% government grants

The majority of this is in-kind food value of the food we rescued.



### Expenses

**\$69,984,645**

**\$4.206 million dollars spent**

- in-kind food donations 94%
- Programs 4.7%
- Management >1%
- Fundraising >1%
- Other expenses >1%

# Board of Directors



**Terri Wiggins**

**Board President**

Senior Vice President American  
Diabetes Assoc.



**Quazi Khaled**

**Vice President**

Chief Financial Officer Gardyn Inc.



**Garrett Gillin**

**Treasurer**

Founder and Co-Principal 215  
Marketing



**Paul Madarieta**

**Board Member**

Vice President Chedraui



**Skip Maner**

**Board Member**

General Partner Newspring  
Capital



**Scott Brown**

**Board Member**

Business Development Manager  
Conservest Capital Advisors



# Let's Free Food

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